

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2
  - BACKGROUND
  - STATUS
- IM/FCAD2 SUCCESSOR
  - ALTERNATIVES
  - RECOMMENDED STRATEGY

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- SUCCESSOR CONTRACT
  - CENTER'S CHARTER PROVIDES FOR IT TO PROVIDE A LEADERSHIP ROLE IN ALL CENTRALIZED FACILITIES CADD/GIS ACQUISITIONS

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2
  - NAVY INITIATED, MULTI-SERVICE CONTRACTS
  - INDEFINITE DELIVERY INDEFINITE QUANTITY (IDIQ) CONTRACTS
  - COMPETITIVE BEST VALUE AWARD
  - 12 YEARS MAINTENANCE, 8 YEARS PURCHASE
  - AWARDED 30 AUGUST, 1993

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2
  - \$550 MILLION DPA
    - \$500 MILLION DoD
    - \$50 MILLION NON-DoD
  - 2 CONTRACTS AWARDED
    - TRACOR INC. (CORDANT)
    - INTERGRAPH CORP.
  - DUAL AWARD BASED ON PROTEST SETTLEMENT

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2
  - TECHNOLOGY REFRESHMENT (KEEPS BOTH TECHNOLOGY & PRICES CURRENT)
  - SOLUTION CLIN (UP TO 20% OF ORDER)
  - PRICES GENERALLY LOWER THEN GSA
  - OFFER ***ON THE SPOT DISCOUNT***

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2
  - HW/SW PURCHASES EXPIRE  
SEPTEMBER 2001
  - SW SUPPORT, HW MAINTENANCE AND  
SUPPORT SERVICES EXPIRE  
SEPTEMBER 2005

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2 - Administration
  - MSA BETWEEN ITL & NAVFAC
  - NAVFAC
    - PROGRAM MANAGEMENT
  - WES (ITL)
    - MANAGE USER FUNDING FEE (3%)
    - PROVIDE COR FACILITY SUPPORT
    - JOINTLY MANAGE CUSTOMER SUPPORT PROJECTS

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2 - Administration
  - COR (LOCATED AT WES)
    - CUSTOMER/VENDOR LIAISON
    - ORIGINATE ALL ORDERS
    - REVIEW SUPPORT SERVICES (SS) ORDERS
    - REQUEST SS PROPOSALS FROM VENDORS
    - MONITOR SS ORDERS TO COMPLETION
    - MAINTAIN DATABASE OF ORDERS
    - BILL VENDORS QUARTERLY FOR 3% UFF
    - MAINTAIN CURRENT CONTRACT INFORMATION



# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2 - Administration
  - NAVICP (Contracts)
    - CONTRACT ADMINISTRATION
      - ISSUE DELIVERY ORDERS TO VENDORS
      - ISSUE MODIFICATIONS TO MAINTAIN CURRENT TECHNOLOGY
      - GENERAL CONTRACT ADMINISTRATION (LIFE CYCLE COST, DELEGATION OF PROCUREMENT AUTHORITY, ETC.)

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2 - Administration
  - TRI-SERVICE CADD/GIS CENTER
    - TECHNICAL CONSULTANT TO CO & PM
    - REQUEST NEW TECHNOLOGY PROPOSALS
    - EVALUATE ALL PROPOSALS
    - REPRESENT USER COMMUNITY

# **ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR**

- **SUCCESSOR CONTRACT OPTIONS**
  - NO CENTRALIZED ACQUISITION
  - INDEFINITE DELIVERY INDEFINITE QUANTITY (IDIQ) - CURRENT METHOD
  - BLANKET PURCHASE AGREEMENTS (BPA)

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- SUCCESSOR CONTRACT OPTIONS
  - NO CENTRALIZED ACQUISITION
    - OPEN MARKET
    - GSA
    - OTHER GOVERNMENT WIDE CONTRACTS  
(ITEC-DIRECT, DOD E-MALL, SEWP, NIH,  
ETC.)

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- SUCCESSION CONTRACT OPTIONS
  - NO CENTRALIZED ACQUISITION
    - OPEN MARKET
      - LIMITED TO \$2500 PER ORDER
      - MARKET RESEARCH COST
      - MUST HAVE AVAILABLE CONTRACTING AUTHORITY
      - REQUIRE SEVERAL ORDERS FROM DIFFERENT VENDORS INCREASING CONTRACTING COST
      - NOT CONDUCTIVE TO INTEGRATION OR STANDARDIZATION
      - PROMOTES “VENDOR FINGER POINTING”

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- **SUCCESSOR CONTRACT OPTIONS**
  - NO CENTRALIZED ACQUISITION
    - **GSA SCHEDULE**
      - ORDER LIMITED TO CO AUTHORITY
      - MARKET RESEARCH COST
      - MUST HAVE AVAILABLE CONTRACTING AUTHORITY
      - REQUIRE SEVERAL ORDERS FROM DIFFERENT VENDORS INCREASING CONTRACTING COST
      - NOT CONDUCTIVE TO INTEGRATION OR STANDARDIZATION
      - PROMOTES “VENDOR FINGER POINTING”

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- **SUCCESSOR CONTRACT OPTIONS**
  - NO CENTRALIZED ACQUISITION
    - OTHER GOVERNMENT CONTRACTS
      - MAY REQUIRE CONTRACTING AUTHORITY
      - REQUIRE USE OF MULTIPLE CONTRACTS
      - ALL REQUIREMENTS NOT AVAILABLE
      - CROSS CONTRACT PROBLEMS (i.e., ESRI UPGRADE & SOFTWARE SUPPORT ISSUE)
      - LONG TERM SUPPORT UNKNOWN
      - VERY LIMITED FACILITIES/CADD/GIS FOCUS

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- **SUCCESSOR CONTRACT OPTIONS**
  - NO CENTRALIZED ACQUISITION
    - CLEARING HOUSE (i.e.. BESTBUY.COM ANALOGY)
      - ALL OF THE NEGATIVES ASSOCIATED WITH OPEN MARKET WITH AT BEST LIMITED AND MARGINAL LOWER PRICES (IN MOST CASES THE EXISTING AND SUCCESSOR CONTRACTOR WOULD MATCH OR BETTER THESE PRICES WITH SPOT PRICE REDUCTIONS)



# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- SUCCESSOR CONTRACT OPTIONS
  - NO CENTRALIZED ACQUISITION
    - SUMMARY
      - NO FOCUS ON COMPREHENSIVE INTEGRATED “SOLUTIONS”
      - LOSS OF ECONOMIES OF SCALE  
(VOLUME/PRICE, LOWER CONTRACTING COST,  
MORE INFLUENCE AS A SINGLE LARGE  
CUSTOMER)

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IDIQ
  - DETAILED TECHNICAL SPECIFICATIONS AND PERFORMANCE REQUIREMENTS
  - OPEN TO ANYONE THAT MEETS SPECIFICATIONS (ADVERTISE IN CBD)
  - REQUIRES DETAILED ACQUISITION PLANS AND ASSOCIATED AGENCY DELEGATIONS
  - TOTAL SALES LIMITED TO DELEGATION

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IDIQ (continued)
  - DETAILED TESTING AND LIFE CYCLE COST ANALYSIS REQUIRED
  - FORMAL EVALUATION PLANS
  - HIGHEST COST AND TIME COMPARED TO OTHER OPTIONS
  - AWARD SUBJECT TO PROTEST

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- BPA
  - MINIMUM SPECIFICATIONS REQUIRED
  - CAN SOLICIT BY BRAND NAME OR EQUAL
  - NO COMPETITION REQUIRED SINCE BASED ON EXISTING GSA AND/OR OTHER CONTRACT(S)
  - LIMITED NUMBER OF BIDDERS (NO ADVERTISEMENT REQUIREMENT)

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- BPA (continued)
  - NO PROTEST FORUM
  - COST AND TIME LEAST OF OTHER OPTIONS
  - NO AGENCY DELEGATION REQUIREMENT SINCE BASED ON EXISTING CONTRACT(S)
  - EVALUATION BASED PRIMARILY ON LOW COST

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- BPA (continued)
  - ADMINISTRATIVE FEE AND MANAGEMENT SIMILAR TO EXISTING
  - GSA REQUIRES A PORTION OF USER FEE (1/2 TO 1%, MAY BE NEGOTIABLE)
  - ORDERING CAN BE A COMBINATION OF CENTRALIZED AND DECENTRALIZED

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- BPA (continued)
  - CONTRACT ADMINISTRATION AND MANAGEMENT SHOULD BE LESS
  - DURATION 1-5 YEARS
  - ESTIMATE 9 MONTHS TO REPLACE EXISTING PRODUCTS AND SERVICES WITH BPA(S)

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- BPA (continued)
  - PRICES GENERALLY LOWER THEN GSA
  - SPOT DISCOUNT AVAILABLE
  - ELECTRONIC AND CREDIT CARD ORDERS
  - TECHNOLOGY REFRESHMENT ( BOTH TECHNOLOGY AND PRICES CURRENT)
  - FULL SUPPORT FOR INSTALLED BASE



# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- BPA (continued)
  - ALL OF THE ADVANTAGES OF AN IDIQ CONTRACT WITH FEWER RISK AND MUCH LESS TIME AND COST

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- STRATEGY
  - DEVELOP AN ACQUISITION PACKAGE SUFFICIENT TO HAVE A CONTRACTING ACTIVITY MAKE A PROPOSAL FOR PROVIDING PRE AND POST AWARD CONTRACTING SERVICES
  - SOLICIT PROPOSALS FROM 2 OR MORE CONTRACTING ACTIVITIES
  - EVALUATE AND SELECT THE BEST CONTRACTING ACTIVITY

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- STRATEGY (continued)
  - USE CURRENT UFF FOR PRE AWARD COST
  - POST AWARD FUNDED THROUGH NEW BPA(S) UFF
  - USE EXISTING CENTER AND COR RESOURCES FOR DEVELOPING PRE AWARD REQUIREMENTS AND PROVIDE TECHNICAL EVALUATIONS

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- STRATEGY (continued)
  - USE EXISTING CENTER RESOURCES FOR POST AWARD TECHNICAL CONSULTATION
  - AS CURRENT CONTRACT BUYING DECLINES, TRANSITION CURRENT COR TO PROVIDE SUPPORT SERVICES ASSISTANCE, MAINTAIN COMPLETE CONTRACT LIST, TRACK SALES AND ANY MANAGEMENT REQUIREMENTS

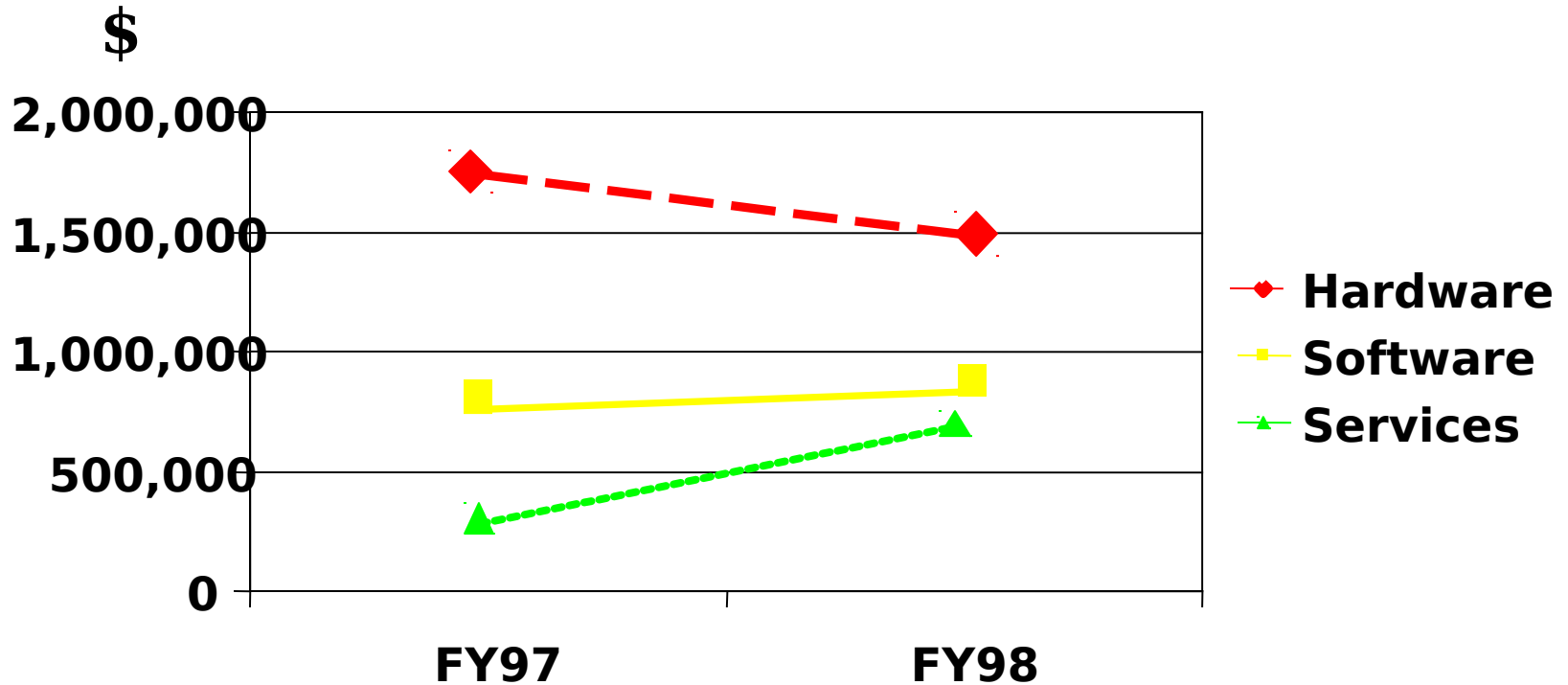
# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- RECOMMENDATION
  - PURSUE BPA WITH ONE VENDOR AS A PROTOTYPE ASAP
  - PURSUE BPA(S) THAT WILL PROVIDE BASICALLY THE SAME PRODUCTS AND SERVICES CONTAINED ON BOTH EXISTING CONTRACTS PLUS ANY ADDITIONAL REQUIREMENTS

# **TRI-SERVICE TASK ORDER CONTRACTS**

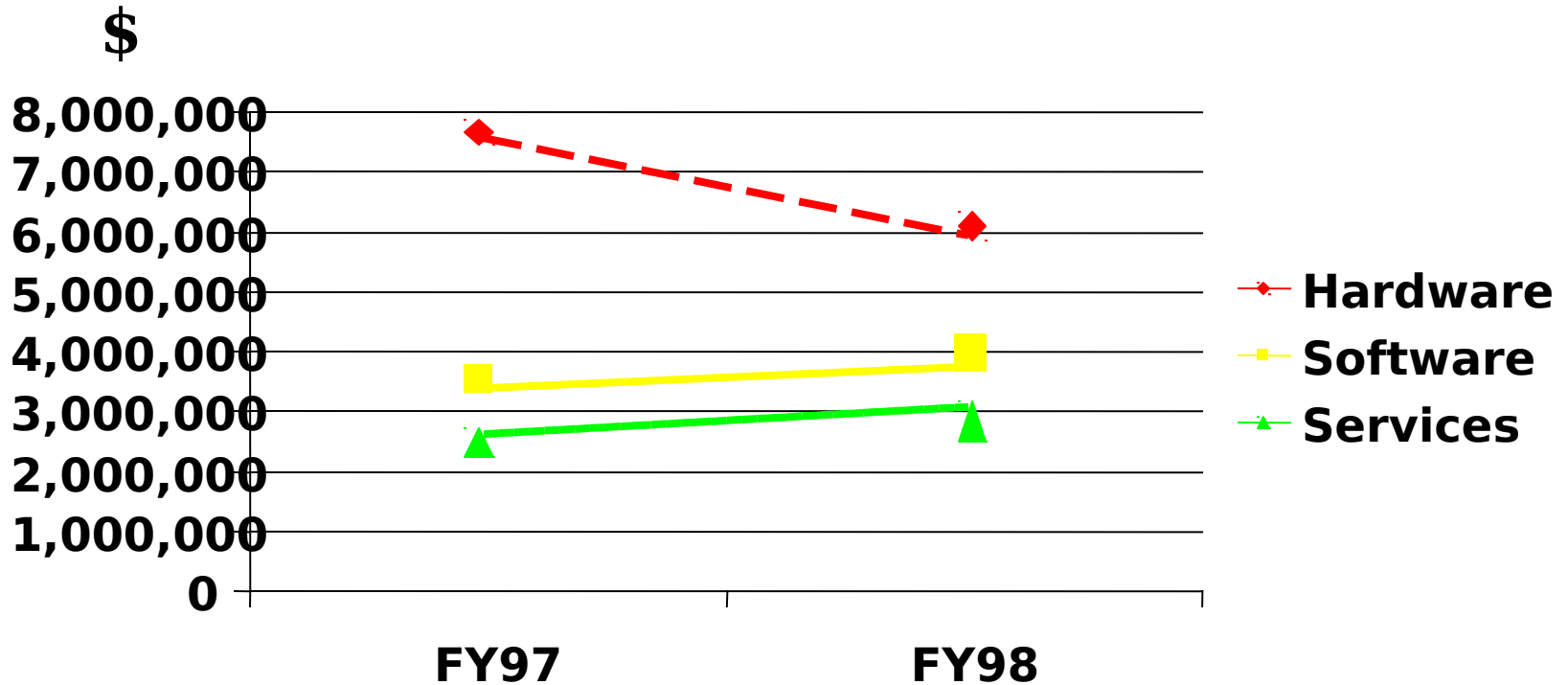
- IDIQ - CENTER INITIATED
- COMPETITIVE BEST VALUE AWARDS
- 1 YEAR WITH 4 OPTION YEARS
- APRIL 1995 - APRIL 2000
- 2 CONTRACT
  - MICHAEL BAKER, INC.
  - DELTA RESEARCH (BTG)
- CADD & GIS RELATED SERVICES

# IM/FCAD2 Status *Intergraph*



**Air Force**

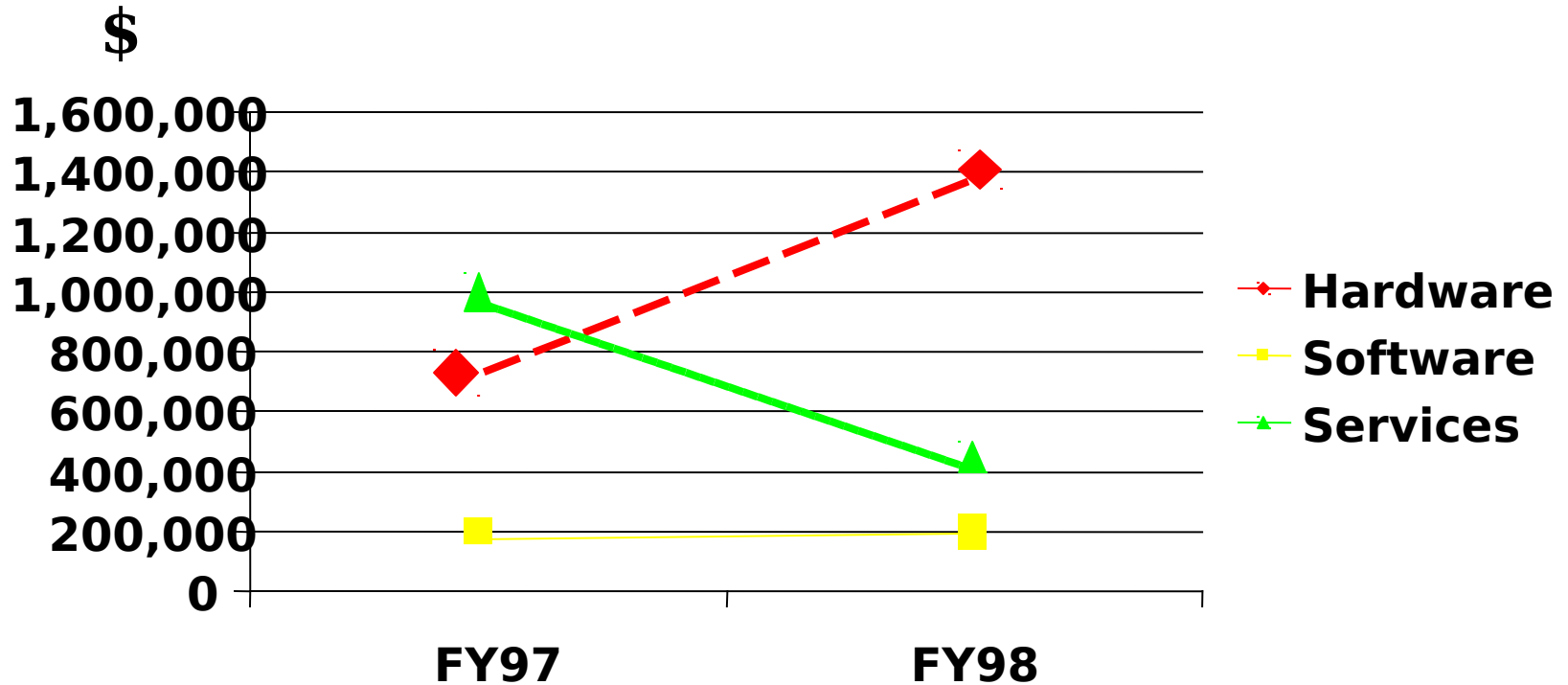
# IM/FCAD2 Status *Intergraph*



**Army**

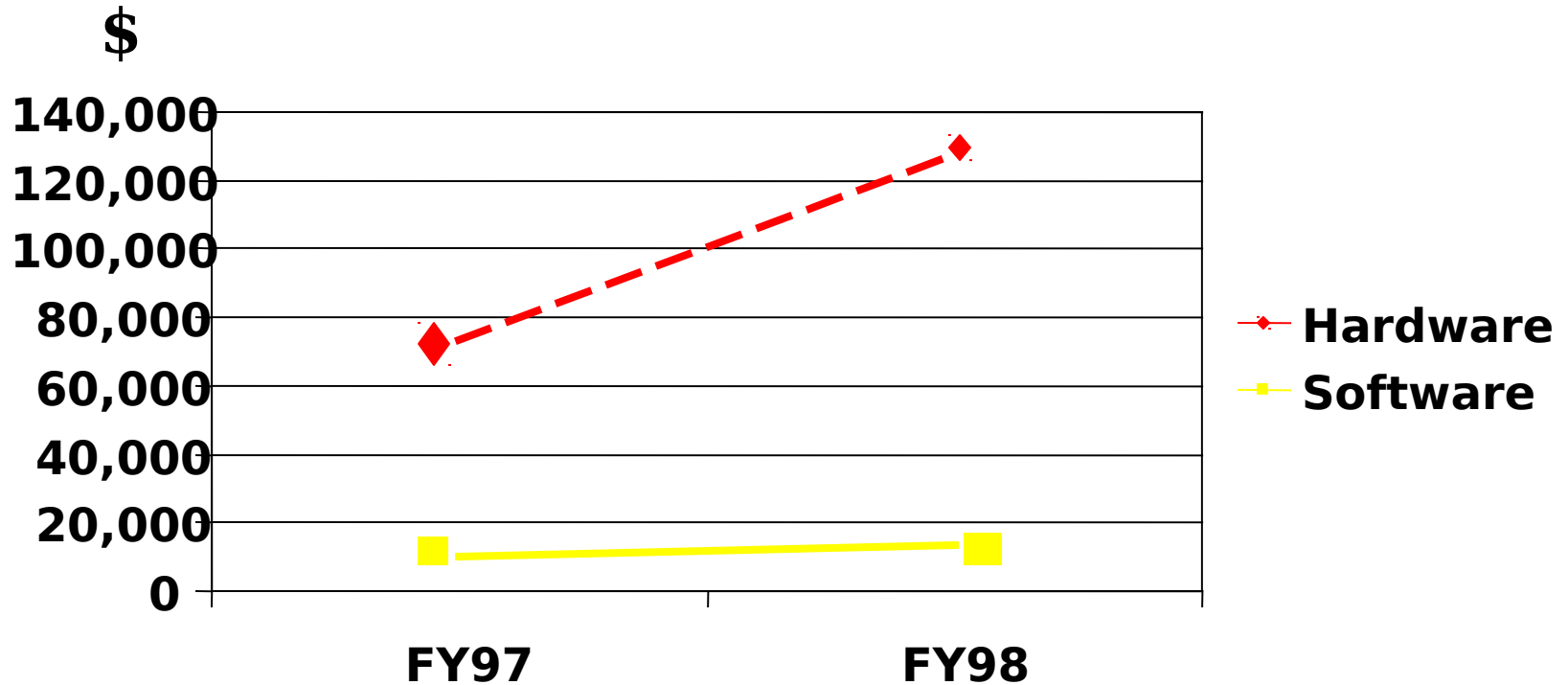


# IM/FCAD2 Status *Intergraph*



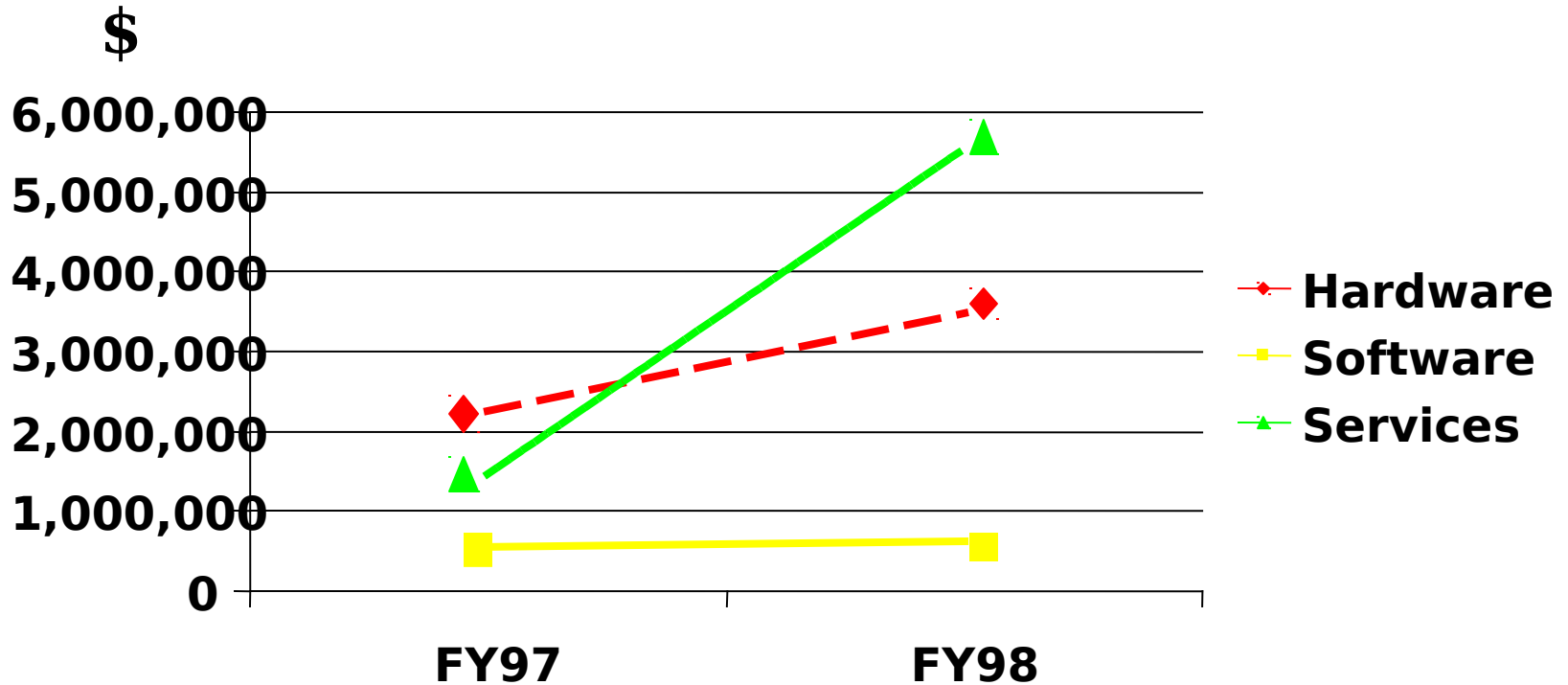
**Other**

# IM/FCAD2 Status *Intergraph*



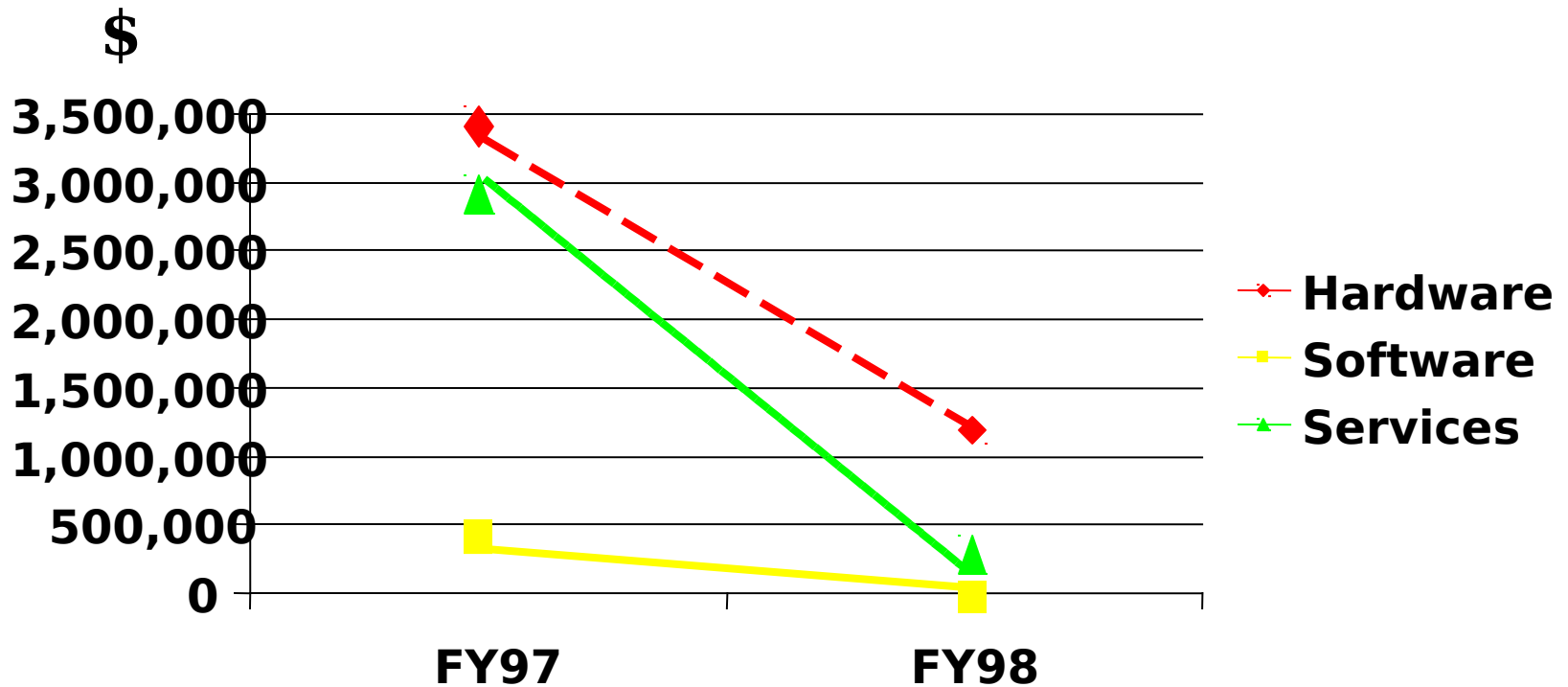
**Marine**

# IM/FCAD2 Status *Intergraph*



**Navy**

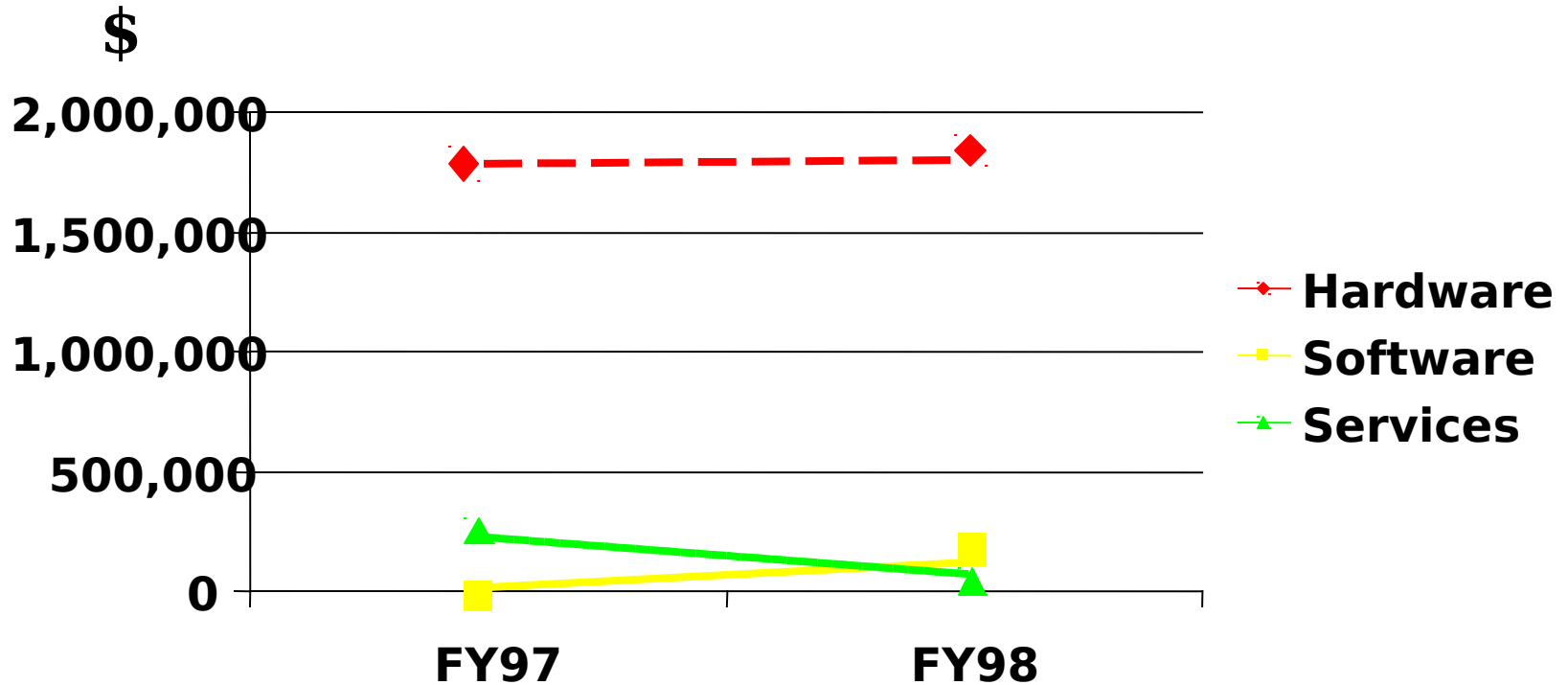
# IM/FCAD2 Status *Tracor*



**Air Force**

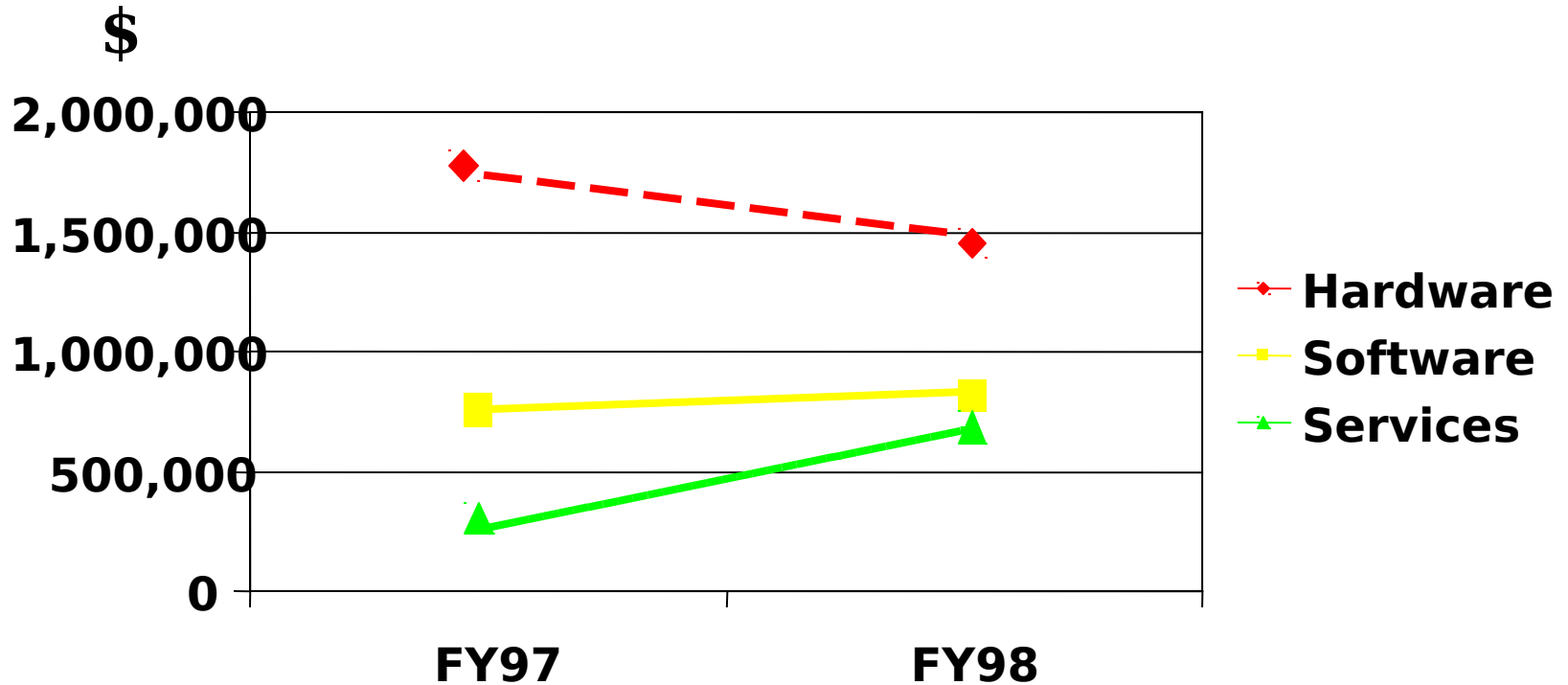
# IM/FCAD2 Status

## *Tracor*



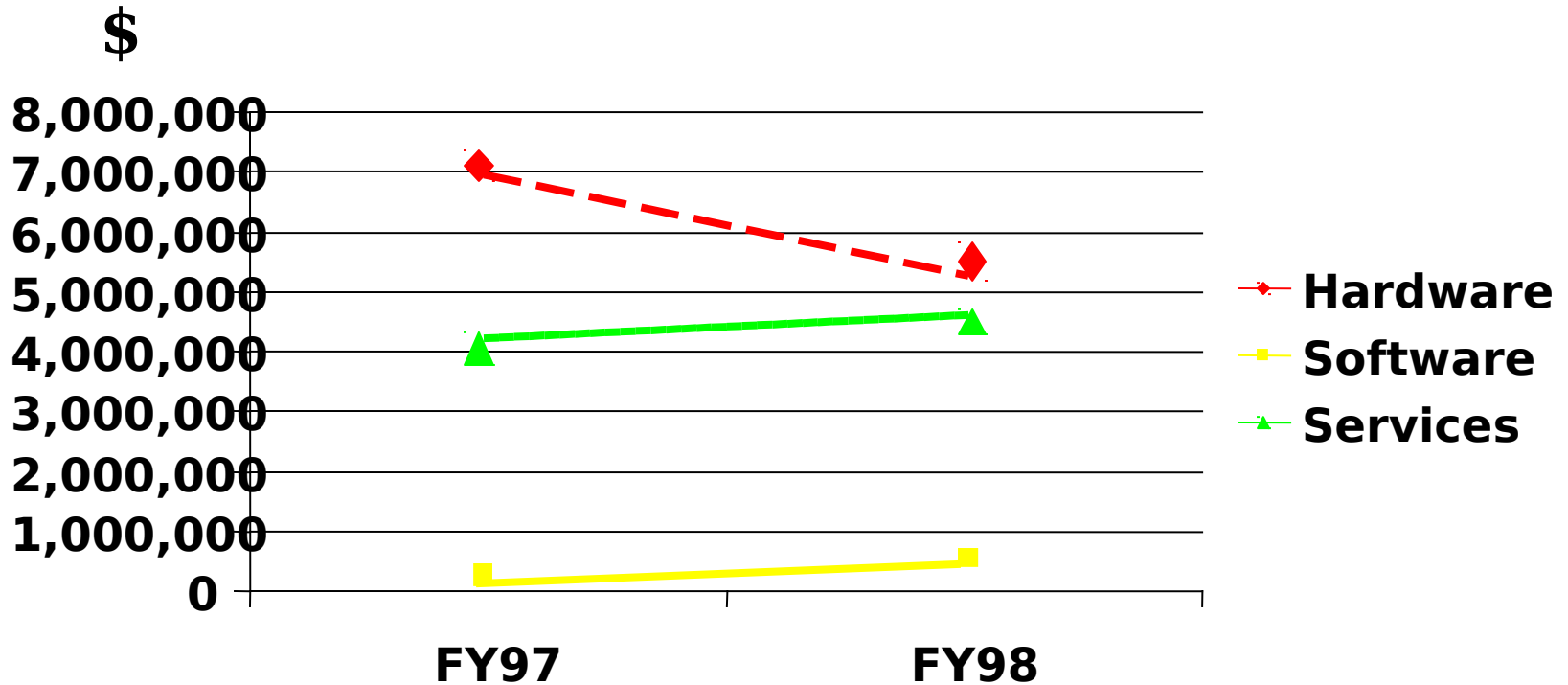
**Army**

# IM/FCAD2 Status *Tracor*



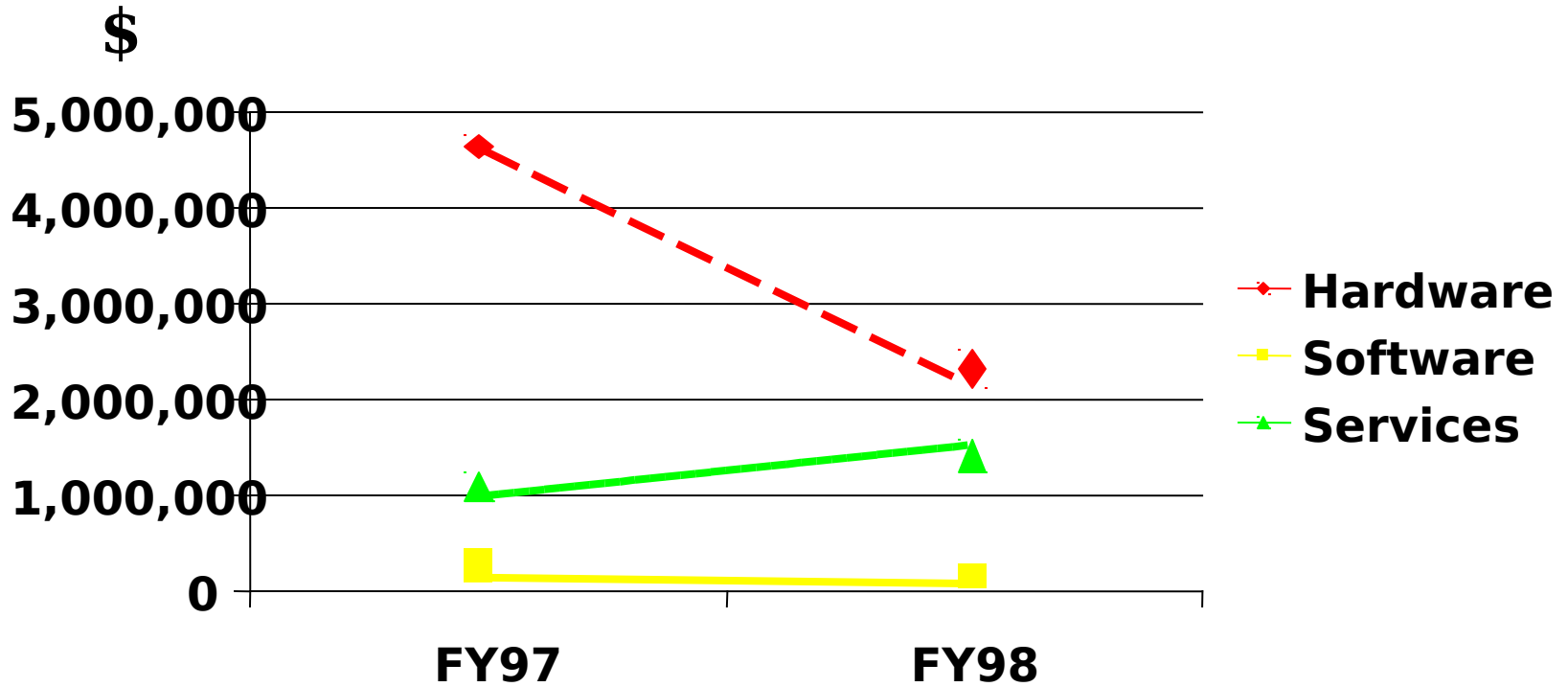
**Marines**

# IM/FCAD2 Status *Tracor*



**Navy**

# IM/FCAD2 Status *Tracor*

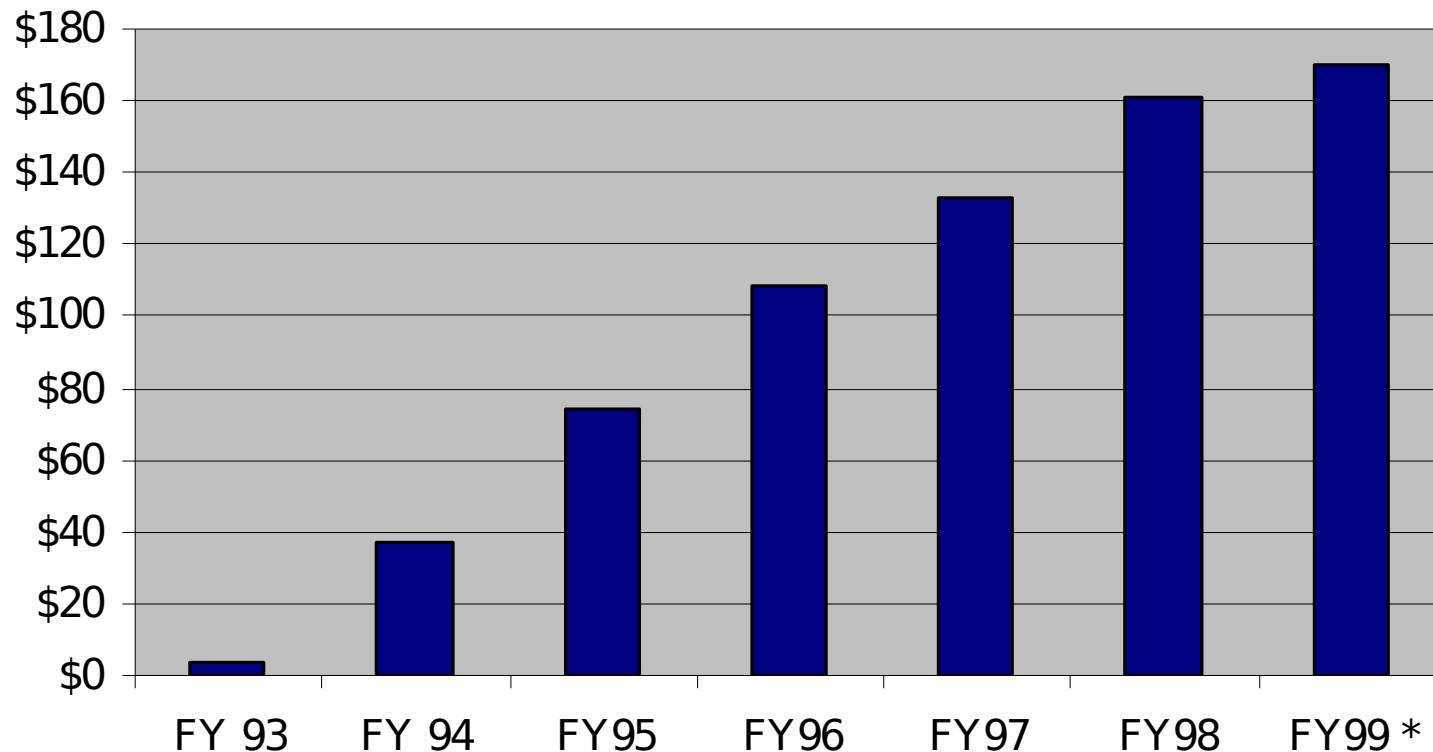


**Other**



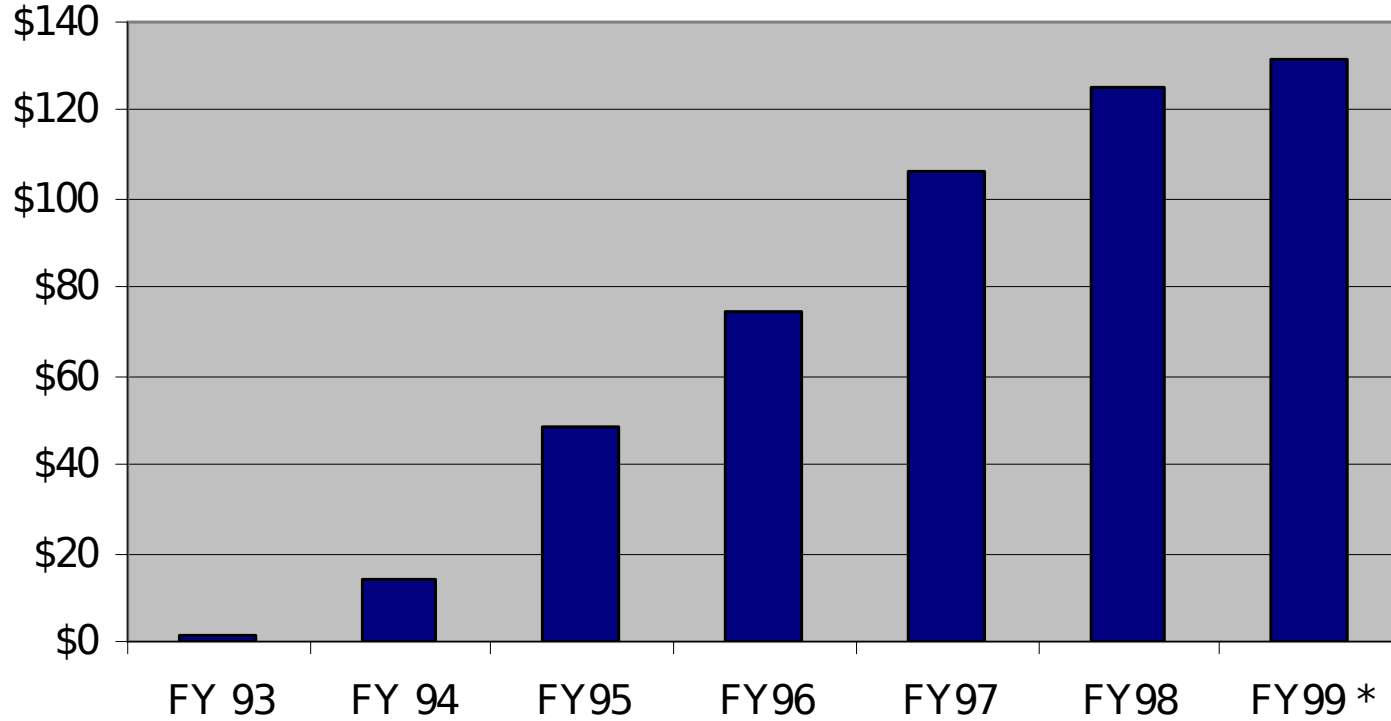
# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

## CUMULATIVE SALES IN MILLIONS INTERGRAPH CORP.



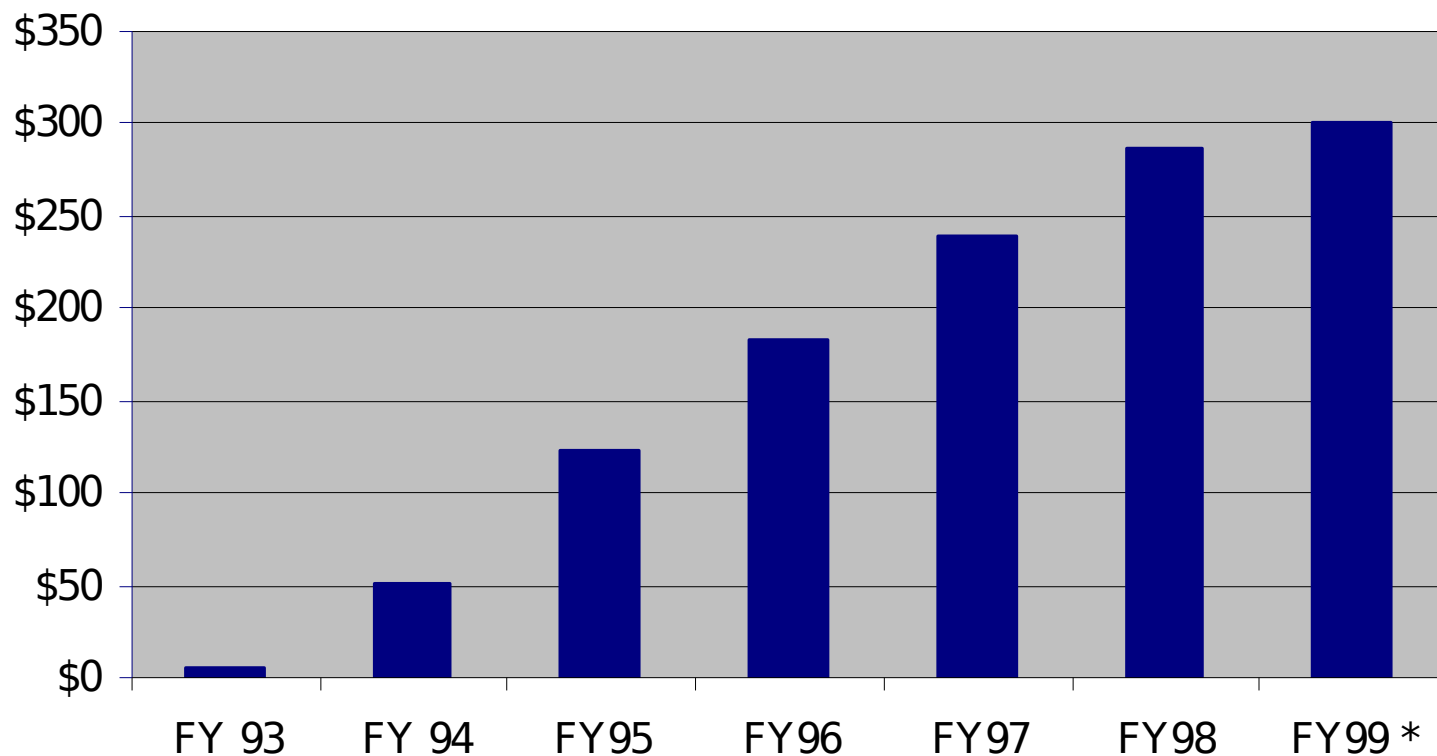
# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

## CUMULATIVE SALES IN MILLIONS TRACOR-ES



# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

## CUMULATIVE SALES IN MILLIONS COMBINED CONTRACTS



# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2
  - HARDWARE
    - WORKSTATIONS
    - SERVERS
    - NOTEBOOKS
    - MASS STORAGE
    - PRINTERS/PLOTTERS/SCANNERS
    - NETWORK/COMMUNICATIONS

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2
  - SOFTWARE
    - CADD/GIS
    - AEC APPLICATIONS
    - MAPPING APPLICATIONS
    - FACILITY MGT APPLICATIONS
    - ENVIRONMENTAL APPLICATIONS
    - WEB APPLICATIONS
    - DATABASE SYSTEMS
    - DEVELOPMENT TOOLS

# ACQUISITION STRATEGY IM/FCAD2 SUCCESSOR

- IM/FCAD2
  - HARDWARE/SOFTWARE MAINTENANCE
  - TRAINING (GOV. & VENDOR SITE)
  - SUPPORT SERVICES
    - SYSTEMS ENGINEERING
    - NETWORK/COMM. INTEGRATION
    - SOFTWARE DEVELOPMENT
    - CUSTOM TRAINING
    - OTHER SUPPORT SERVICES